



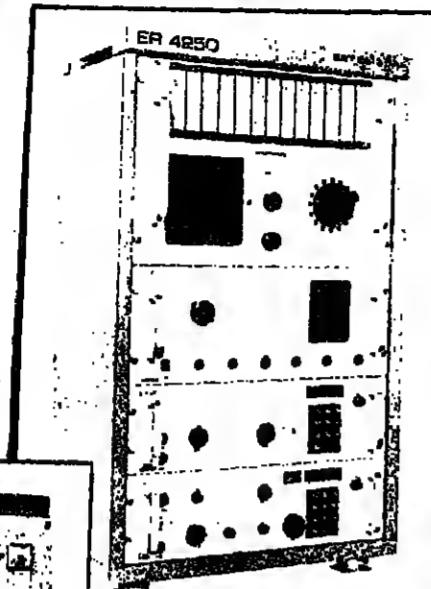


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# Forth is being watched — Brown

SCOTTISH Under-Secretary of State, Hugh Brown, has denied that his department has been ignoring fishing interests in the Firth of Forth.

In a letter to South Angus MP, Andrew Welsh, Mr. Brown said that his department is keeping a close eye on developments in the Firth and would continue to consult fishermen.

The Firth of Forth Fishermen's Association has expressed fears about several developments through their MP.

There was sludge dumping at Eyemouth, sewage at St. Abb's Head, plans by the National Coal Board to drill four bore holes and Gas Board proposals for pipelines.

"The disposal of sludge at Eyemouth through land-based outfalls is a matter for the Borders Regional Council of the Tweed River Purification Board and one in which my department has an interest to end statutory control," said Mr. Brown.

The start of the Edinburgh sewage dumping, at a site north of St. Abb's Head, is the culmination of protracted discussions with the eventual agreement of the Fishermen's Association.

The fishermen have also

complained about legislation on rubbish and sludge dumped.

He said that his department has statutory powers to prosecute.

"In illustrating this, mention that at the recent oil spill in the Firth, the department's recommendation not to the dispersants based on possible damage to the fisheries was stout despite pressure from quarters."

Mr. Welsh said: "It is

the government's view

that the fisherman's

industry is in enough

trouble without us

making things worse."

The NCB would require

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TRADE ENQUIRIES WELCOME

# EEC gives away our fish MPs SLATE DEAL WITH FAROE

THE PROVISIONAL agreement between the Faroes and the EEC found no friends when it was debated in a Commons committee last week. Hugh Brown, Under Secretary, Scottish Office, set the tone when he described the agreement as "unsatisfactory to us in many respects."

The criticism was echoed by all who spoke in the short debate.

Mr. Brown said the amount of cod and haddock British boats could catch had been drastically reduced — from 18,000 tonnes in 1976 to 7,000 tonnes. The United Kingdom share of saithe and other stocks allocated to the EEC needed to be improved to take account of the severe cod and haddock losses.

On the return side of the

agreement, the Government is particularly concerned that quantities of herring and mackerel from the west coast of Scotland which the Faroese can take are too great.

"I must stress that these offers," Mr. Brown said, "2,000 tonnes of herring and 20,000 tonnes of mackerel, of which 17,000 may be taken on the west coast, were made on the Committee's own responsibility."

The agreement was "all give by Britain and all take by the Faroes."

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arrangements between the EEC and other third countries, including Norway.

Alick Buchan Smith of the Royal Angus and Mearns said they were desperately uneasy with the situation and the agreement — temporary or not — was totally unsatisfactory.

The agreement was "all give by Britain and all take by the Faroes."

They looked for a one-for-one agreement rather than this, which was causing worry and concern in Aberdeen whose boats were mainly affected.

Patrick Wall, chairman of the Conservative MPs' fisheries committee, said that both sides were agreed that the arrangement was unsatisfactory.

They looked to Mr. Silkin to take the action he said he would take in impose unilateral conservation measures, and these would press that these measures be taken rapidly.

On restriction he put above all to allow vessels only one type of net.

Replies to the debate, Mr. Brown said: "I do not think we can afford to give anybody a single type of herring. If we do, it is at the expense of our catch quotas. They are limited enough."

Hannish (Bunfshire), spokesman on fisheries, maintained that no herring could be traded away for a

2,000 tonnes of herring and 20,000 tonnes of mackerel, of which 17,000 may be taken on the west coast, were made on the Committee's own responsibility."

The agreement was "all give by Britain and all take by the Faroes."

Quoting Gilbert Bedford, the Scottish Herring Producers' Association, Watt claimed: "If herring is the currency of the North Atlantic then Britain is broke".

The restrictions placed on Scottish vessels fishing off Europe are now so severe many Aberdeen shipowners are reluctant to go there as they cannot make such a trip cover its costs.

Mr. Watt asked Mr. Brown: "If we could get the Faroese to take only 2,000 tonnes of herring allocated and called on the Government to monitor the situation more closely."

Scallop boats going to Faroese waters have to call in and out, also report the result of their catches. It is felt that Faroese boats should have to do the same as they operate within our waters.

THE LOWESTOFT side trawler *St John* was forced to head back to her home port on Friday last week just 24 hours after leaving for the North Sea grounds. She suffered bad bow damage in a collision.

*St John*, owned by the Colne Group and skippered by R. J. Jones, was escorted to Lowestoft as a replacement for her damaged sister-ship, *St. Thomas*, after being in collision with the Greek-owned *Iktinos*. She is an 11,489-tonner against *St. John*'s 241 tons.

The collision with *Iktinos* left an extensive hole in the bows of the Lowestoft vessel and peeled back some of her plating. The Greek vessel was also reported to be holed above the waterline, but was able to continue her voyage.

Stanley Phillips of Lowestoft, *St. John*'s chief engineer, sustained face and shoulder injuries in the collision, but was able to walk shot to a waiting ambulance when the vessel docked.

A spokesman for Colne said that arrangements were being made to carry out a full inspection of the damage and the vessel was moved through the bridge to the North Quay for this to be carried out.

John O'Connell of Howth, Co. Dublin, Ireland, has taken delivery of a new 80 ft. trawler at the BIM Boatyard in Baltimore, Co. Cork.

The new vessel, named *Johnolin* (D 610) has an overall length of 79ft. 9 in; beam, 21 ft. 8 in.; and draft, 11 ft. 6 in. Displacement is 140 tons and she has a design speed of around 10.5 knots.

Financed under the BIM

Marine Credit Plan, the

trawler has accommodation for eight.

Skipper O'Connell, a native of Valentia Island, Co. Kerry, started his fishing career in 1959 on board the 50 ft. *Ros Muc*. Over the next ten years he worked as a crew member on a number of vessels.

In 1959 he bought a shore in the 73 ft. trawler *Jasper* and skippered this vessel from Howth.

In 1970 he bought the 70 ft.

The vessel has been renamed *Fiona Thomsen*, after Skipper Thomsen's daughter, and allocated the fishing registration GY 204.

Built in Denmark in 1961, the seiner is of the traditional wooden design which has proved as successful at Grimsby for repairs following damage to her bows in a collision.

She is fully equipped with electronic navigation and fish finding aids and the deck machinery includes hydraulic rope storage drums.

*Fiona Thomsen* is the 12th deal completed in the last year involving Danish anchor-seiners sold to Grimsby ownership. Six of these vessels are now being managed by Chapman.

Skipper Thomsen is fishing his new command across from Esbjerg and the vessel should land her maiden trip at her new home port sometime after Easter.



Harry Thomsen — fishing over his new command from Denmark.

THE 39-TON *Esbjerg* anchor-seiner *Jens Hansen* (E 45) has been bought by Skipper Harry Thomsen and will operate from Grimsby under the management of Sam Chapman & Sons.

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The carvel-built boat is of iroko and native oak, with steel engine seating and steel whaleback. She is laid out with the engine off, hold undivided and accommodation aft of the engine room.

She is powered by a slow-revving Grounsa 6F24T six-cylinder, four stroke, turbocharged, diesel of 660 bhp at 500 rpm. Grounsa's own stern gear and VP propeller is fitted and her auxiliary is a Bukh of 50 bhp at 1,500 rpm.

The boat has a fish hold to carry around 550 crans of fish, a main winch by Hydraulik Brattvaaq. This type DIA8 model unit has two main drums with an 11-ton pull and one gislon barrel. Her power block is Lossie's 28 in. model with two-ton pull.

*Johnolin*'s wheelhouse equipment includes: Decca Navigator Mk. 21 with plotter; Elac LAZ T2 echo sounder; Elac DSG 8 bottom expansion unit; Elac LAZ 62 fishfinder; Elac DSG 2 bottom expansion unit; two "Sailor" RT 144 25 watt VHF units; "Sailor" T126/R105 400 watt PEP; SSE, radio telephone; "Sailor" R114 watch receiver; Elac SMIY Middle Ladar sonar; Elac LAZ 44 Sonar Scope; Elac NS3E net sounder comprising Laz 51 Recorder, NES 3 Transducer, hydraulic cine winch (1200 metres cable); and C. Platth autopilot and compass.

**No welcome at mission**

GRIMSBY'S Danish Seamen's Mission has closed its doors to all but bona fide Danes and Scandinavians after a spate of thefts by visitors.

Superintendent Neils Kassen took the decision last week after a non-Scandinavian was reported to have walked away with the main entrance "welcome" mat.

The motter brought to a head a long period of thefts by visitors who had been allowed to use the mission for light refreshments.

During this time various money, cutlery, crockery and even tables have vanished.

## New owner

THE Lowestoft-based inshore boat *Pioneer*, reported sold in *Fishing News* last week, is now owned by Ron Lusher. *Sparkling Star* has been sold to Cyril Taylor of Cromer, but will remain at the port.

## 'ST JOHN' IN COLLISION

**Seiner trips over to new base**

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# BIG world market for small-scale fish meal plant

A COMPACT fish meal plant for use on ship or ashore has been designed by a Scottish engineering firm.

Anderson Engineering (Keith) Ltd. already has orders for two plants for British customers and is currently handling around 80 to 80 enquiries from abroad.

Following an earlier involvement with larger shipboard meal plants, it became

apparent to the firm that there would be a considerable demand for a smaller and more compact unit aboard fishing vessels.

It would allow offal and

unmarketable species normally dumped overboard to be processed into a highly marketable product.

A prototype version was designed and built at Keith and a four-month research programme was carried out in conjunction with Torry Research Station, Tropical Products Institute and the White Fish Authority.

Named the A250 Compact Fishmeal Plant, the unit is designed to produce high-quality fish meal on a continuous process basis with a raw material input rate of 250 Kg per hour.

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The plant, weighing only 5.5 tonnes and with a volume of 25.36 cu. m., is contained on its own base plate complete with a lifting frame for ease of installation.

All steam, condensate and electrical services are located within the framework of the plant and at the edge of the baseframe so that they can be easily connected by the customers.

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**FISH HANDLING, processing and marketing**

**FISH HANDLING, processing and marketing**

# CANNED FISH IS A BIG MARKET —but we're just not making the most of it

TO PUT the UK market for canned fish in perspective against other areas of the fish business makes interesting reading. At retail prices canned sales are currently worth £103m, which compares well with the quick frozen retail market at £120-£160m and the fish and chip trade which is reputedly earning something between £70m and £80m at retail prices.

Again, as a comparison, canned fish is worth more than canned soup, baked beans, chocolate biscuits — and 50 per cent more than jams and marmalades.

Yet, despite its size, the canned fish fixture in supermarkets is generally poorly positioned and badly

merchandised. The main reason for this is that canned fish suppliers do not have large sales forces to make retail calls and, so, the fixture is left to the store staff. They are inexperienced in that particular market and find the various can shapes and sizes difficult to handle.

There is a great opportunity for money to be made by retailers who do a good merchandising job in this

product field. They can still make a mark on their competitors.

For many years the canned fish market was dominated by imports of Portuguese sardines, canned tuna from Japan, pilchards and, above all, sockeye salmon. The British are the biggest eaters of canned red salmon in the world and, traditionally, 50 per cent of exports came to this country.

However, red salmon

is 40 per cent by UK producers. As another indication of the trend, John West has approximately 10 per cent of its canned fish needs from UK producers.

Few markets can boast the prices operating today as almost unchanged from a year ago and, in some instances, are significantly cheaper. This is something

THE MESSAGE that canned fish is a big business seems to be getting through to the high street stores.

Among those heavily featuring canned fish during the coming month will be: Lipton, Asda, MacFiehales, Birmingham Co-op, London, Sainsbury, Nurdin & Peacock, Joshua Wilton, Jacksons of Hull, Normid Co-op and Morrisons.

Special promotions for sardines will be handled by: TESCO, Asda, London Co-op, Arasnel Co-op and Cattes.

it on again to a canner in Denmark, who then fillets the fish, cans it, and re-exports back into the UK market. We ought to be able to organise ourselves better in terms of added value!

Another prime instance of missed opportunities in terms of integrated effort is Scottish sprats. In 1977, 550,000 cases of 200 tins of sardines were exported by Norway at a C.I.F. value of £74,180 from fish originating and caught in Scottish waters! The fish represented 60 per cent of Norwegian exports of canned sardines.

In addition to mackerel, with its world market potential for 300,000 tons in canned form alone, and sprats, there is once again an opportunity for pilchards with the undoubted restrictions and shortage of South African pilchards this season.

Securing fish for fishermen is only the first step in maximising the value of our resources. It is time we should maximise the added value of the finished product by more canning and better marketing.

Few markets can boast the prices operating today as almost unchanged from a year ago and, in some instances, are significantly cheaper. This is something

## bigger than baked beans

that the trade should take advantage of, and the house must appreciate who remembers that inflation is still running at around 10 per cent. Frozen and fresh fish products are very much in excess of that.

The main reason for the stability of sterling is the fact that EEC duties are no longer increasing. The outlook for the next six months goes in terms of price stability.

Canned kipper fillets are 5p or 6p per tin cheaper than 12 months ago. Canned salmon, tuna, sardines, herrings, prawns, crab and mackerel are no more expensive than a year ago. Canned fish represents excellent value for money when compared with other sources of nutritious protein available.

Mackerel steaks, at present, can be bought for as little as 25p for 1 lb. And 3 lbs of kippers at 35p compare well with the price per lb of fresh and frozen kippers. Pink salmon at 65p for 1 lb — and particularly the 1 lb can by UK processors.

A few years ago John West and other canned fish marketing companies bought precious little of their needs in the UK and, in fact, UK canners like Miraheads and British Fish Canners sold the bulk of their production on the export markets of the world. However, more and more fish caught around these islands is being sold in cans into the domestic market.

Canned kippers, and herrings in sausages of excellent quality and in easy-opening cans, are selling well at a retail price approaching 23p. From virtually nothing two years ago, the mackerel market worth approximately 25m at retail terms is now supplied to the level of almost



**DR BARRY  
BROWNING,  
Training  
Director,  
John West  
Foods Ltd**

Mackerel is a big canning opportunity for the UK. It is no longer looked on as a fish meat species.

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Every year hundreds of thousands of tonnes of fish waste and by-catches are thrown back into the sea. It could be



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Every year hundreds of thousands of tonnes of fish waste and by-catches are thrown back into the sea. It could be

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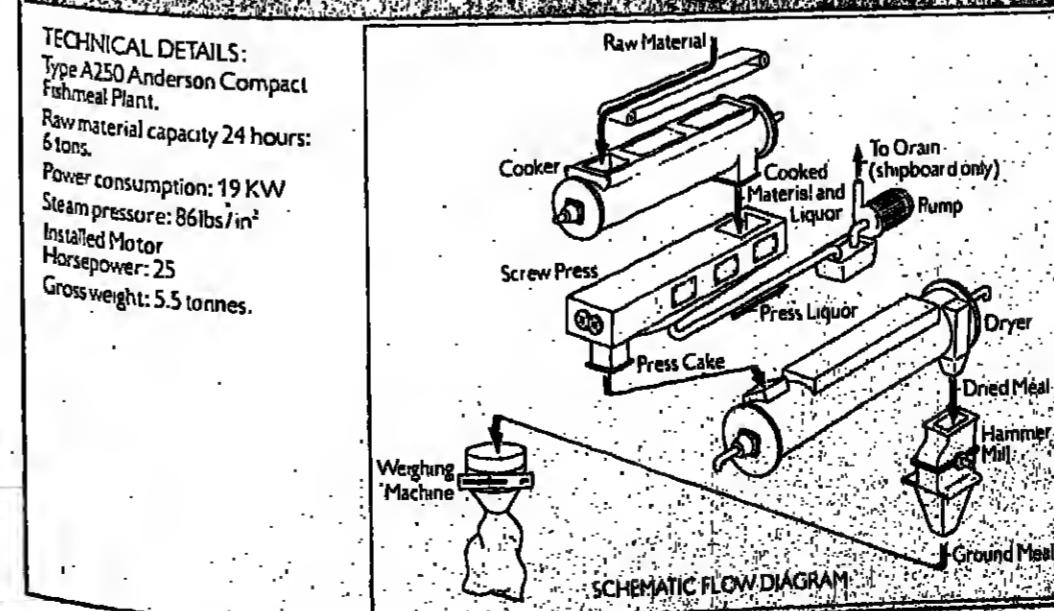
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## FISH HANDLING, processing and marketing

### CRAB

From page 17

The setting of the comminutor is important since, on the one hand, if the chop is too fine the meat will be unduly small but, on the other hand, if the pieces of crab are too large, the meat will be retained in the shell and yield will be lost.

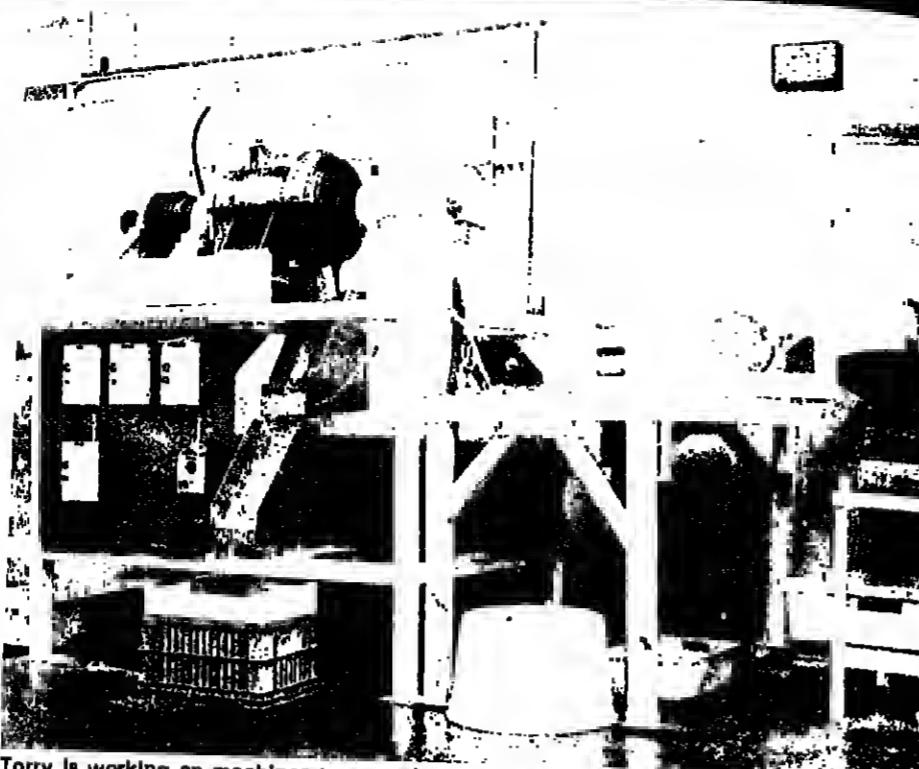
After comminution the chopped crab is fed into a continuous stream of brine of a particular specific gravity. In the US 15 per cent sodium chloride was used. The brine and chopped crab is then fed into the centrifuge and, of course, is flung by centrifugal force to the periphery of the inner rotating bowl and into the pool of brine held there.

If the specific gravity of the brine is correct, the shell will sink and the meat float. Both are then transported by a rotating spiral, the meat and brine overflowing over a weir at the entry end of the centrifuge and on to a sieve.

#### Spiral

The shell is pushed by the rotating spiral, with minimal fluid loss, back between the outer casing and the inner spiraling section to an outlet at the opposite end of the centrifuge. After sieving to remove most of the brine, the meat is washed. The brine is filtered and then recirculates.

Preliminary trials by



Torry is working on machines to smooth the production flow of the crab processor.

Torry Research Station (TRS) in the USA on the European edible crab showed that the product was of reasonable quality; the appearance was good, the meat retaining a flaky texture.

The flavour was somewhat salty, but not excessively so, and it was obvious that changes in the operation of the machine could alleviate this problem. One of the main advantages of the system soon became apparent.

It was found that white meat could be extracted from all parts of the crab — the small legs and the bodies as well as the claws — and that material from the first two, which is often discarded, could be economically recovered. This gives a doubling of the yield of the white meat in cases where only claw meat is presently utilised.

The initial work in the USA gives enough information for a cost-benefit analysis to be done. This showed that the use of the system would be highly worthwhile in the UK.

#### Price

Obviously, at this stage certain assumptions were made, and one of those was the price the product could demand on the market. The next move TRS made, therefore, was to approach the shellfish industry for a commercial assessment of both the machine and the end product.

This took place in the USA during a visit there by TRS and industry representatives last spring and led to the leasing of the system by Young's Seafoods Ltd, for more extensive trials in the UK.

The machine was situated at Young's Highland Seafoods plant at Inverurie, Scotland, where trials are still in progress.

These have been done jointly by Young's and TRS and we acknowledge the very full co-operation from the company and its agreement to the publication of experimental results acquired on the machine. We should also particularly like to thank Mr. G. Claude, manager at Inverurie, and his staff for their help in the work.

## FISH HANDLING

# Where Cornish pilchard becomes herring fish...

### WEST GERMANY

they have gone ahead and used this term although approval has yet to be obtained from the Government.

Another problem is the weakness in the US dollar which has prompted price reductions on pink salmon and tuna. This means that there is every chance that dressed tuna will get a big sales boost in West German markets — at the expense of domestic herring packs. Dressed tuna from Taiwan can now achieve an ex-store Hamburg level of around 77 pfennigs per can.

According to Hans J. Neicher, export manager of Fisch-Union of Cuxhaven, quoted by Ray Ellards Food News, the company's capacity for processing herring products (600-1,000 tonnes per month) is only utilised at present to a level of 25-30 per cent.

Various other minor modifications will be expected, help to improve the quality of the end product and give an even better yield.

The capacity of the system, which is approximately four tunnells/eight hour day, has prompted thought about other stages in crab processing. This relatively large amount of raw material could throw strains on other points in the line.

#### Manual

Cooking of large amounts of crab is now easily done by the use of continuous cookers which are available to the UK. However, butchering the crab is still a manual operation.

Butchering machinery is available in the USA. TRS are planning to investigate the use of such equipment for the European edible crab. This machinery may be capable of separating the various components of *Crangon pagurus* but it will not free the bodies of the gills and, more importantly, will not remove the flap on the lower surface of the animal.

If the flap is not removed, it ends various appendages beneath it, float with the meat on the brine during extraction.

At present this job is done by hand before extraction but threatens to become the new bottleneck in processing. TRS is, therefore, investigating ways of accomplishing the task mechanically.

TRS is also involved in product development and studies using the end products from the bird system as well as from the normal hand-picking operation.

All these activities, it is hoped, will assist the trade to exploit UK crab resources to a greater extent to the advantage of fishermen and processors and, perhaps, in joint small measure, foreign balances too.

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### ARGENTINA

LAST YEAR was a big one for the shellfish industry in Argentina. More than 340,000 tons of fish and shellfish were caught, according to the best year which were 1974 and 1975.

Argentina sold 18,000 tons to its principal market, the United States, followed by Spain, France, Italy and Japan.

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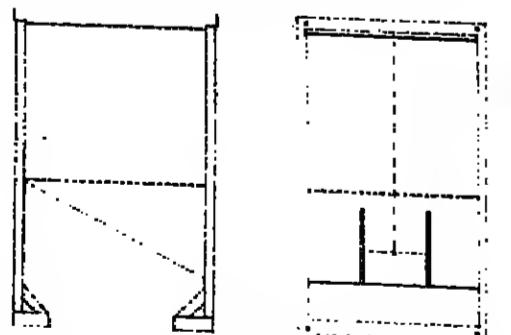
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**FISH HANDLING, processing and marketing**

# Quality fish packs set Grimsby firm on expansion course

**BY TOM WOOD**

**ONE YEAR AGO**  
Bluecrest Foods Ltd. set-up at Grimsby with five men working from a stand on the fish market. But the telephone seldom stopped ringing in the firm's tiny office perched high above the market in the roof of the pontoon.

Today there are eight men still working on the docks, mostly from new premises in Auckland Road, with headquarters outside the fish docks on Grimsby's Ladysmith Road industrial estate.

But there's more than meets the eye here, and behind the offices is a modern factory where 52 workers process, grade, freeze and pack fish products for nationwide distribution under the Bluecrest Frozen Foods label.

On the face of it, the rapid progress made by the firm in barely one year's trading is most impressive, and indeed it is. But this is no rags to riches story as every step forward is the result of the firm's own hard work.

To further this side of the business and to promote the Bluecrest range in the south, a London trading office was recently opened up in Laynes

Haus, Watford Way, near Mill Hill.

Other fairly new developments include the extension of the range by the addition of frozen cod portions and fish fingers.

Much of the credit for the success of the newcomers lies with managing director Frank A. Flaer, who founded Bluecrest in March 1977, together with chairman Jerry Nickerson and the third company director Harold Nickerson, both of H. B. Nickerson & Sons Ltd. of Nova Scotia.

This Canadian company, which owns substantial interests in fish processing factories in Nova Scotia, was keen to establish a base in Europe to further its own export trade.

It already had sales offices in Glasgow and Norway, but Bluecrest also produces a 2lb pack specially designed to retail through frozen food centres and supermarkets for the home freezer market. It also has plans to launch a 1lb pack in the popular 10lb carton.

Most of the fish is bought fresh on Grimsby market, but the firm also buys regular overland supplies from the continent and Scotland when the local markets are short.

Apart from the three main selling lines, Bluecrest also offers smoked fillets of haddock and coley as well as plain fillets of lemon sole, cod and whiting which are all available in the accepted range of sizes.

Outside transport is used to supply the daily requirements, both frozen and wet fish, of a notional

In June 1977 the firm left the present factory in Ladysmith Road — hardly a stone's throw from the new complex of frozen food factories, offices and cold store owned by Birds Eye — and brought in modern equipment to start its production lines.

Today four-fifths of the entire output for Bluecrest is done at the factory and this includes some of the wet fish trade, although most of this business is still done on the fish docks.

The firm established its frozen foods reputation by concentrating on fish fillets from cod, haddock and plaice which it now produces on two production lines in plain and breaded forms.

**Regular**

The basic catering pack is the popular 10lb carton, but Bluecrest also produces a 2lb pack specially designed to retail through frozen food centres and supermarkets for the home freezer market.

It has room for expansion

on the present Ladysmith Road site, and this may be necessary for the firm to fulfil its priority plan to increase production and extend the range of products.

On the management side, Frank Flaer heads a small yet vastly experienced team which includes his brother Colin, also formerly with Ross, the Grimsby fish merchants, Dreyer Brns, Ltd. and, most recently, a partner in another firm of Grimsby fish merchants, Seawise Ltd. Colin Flaer looks after the fish marketing side of the business ... by going too fast or doing too much too soon.

After such a promising start in frozen foods, Bluecrest is understandably planning for the future but, in the same time, it is concentrating on consolidation of its existing business.

It has room for expansion on the present Ladysmith Road site, and this may be necessary for the firm to fulfil its priority plan to increase production and extend the range of products.

In the long-term it may well move into vegetables and meat products, depending upon the market trends — and there is also the possibility that it may develop its own system of road transport.

Above all, the company is well aware it must not drop into pitfalls which have claimed so many other promising concerns in the same line of business ... by going too fast or doing too much too soon.

Factory production manager is John Gledhill,

# Coley clinches cookery prize



Above: runner-up of the White Fish Champion of the Year competition, Ruth Francis, receives her prize from cookery writer Robert Carrier.

SEVENTEEN-year-old Elizabeth Simpson has won the White Fish Champion of the Year Award with her dish named 'Colay Oriental'.

The dish consists of deep fried chunks of coley in batter, served with sweet and sour sauce and rice salad.

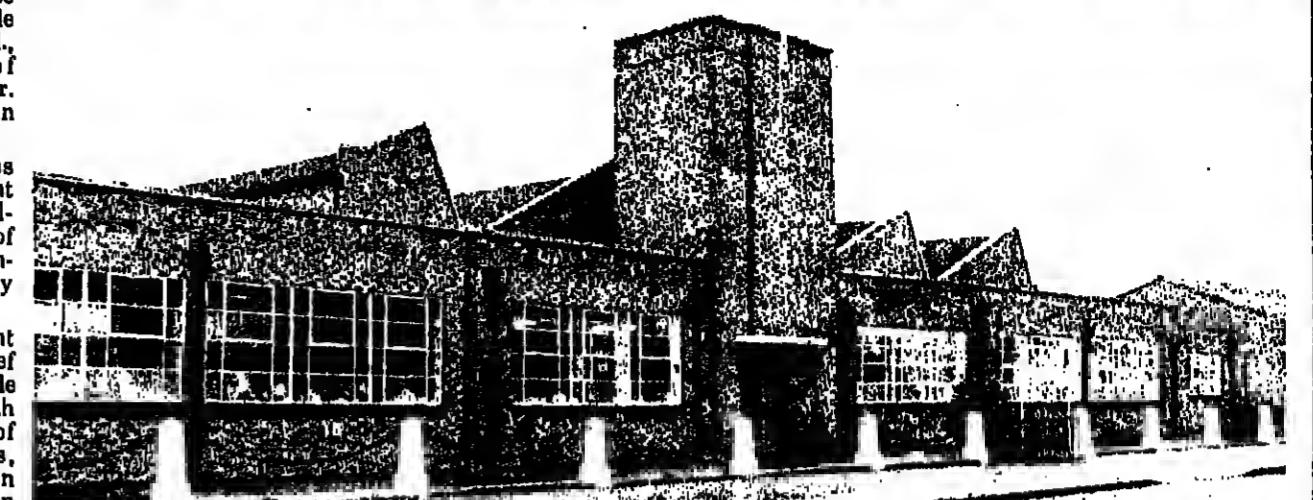
Elizabeth's dish was picked from an original 22,000 entries, which were narrowed down to fifteen finalists from different regions throughout the UK.

Runner-up was Ruth Francis, 16, of the

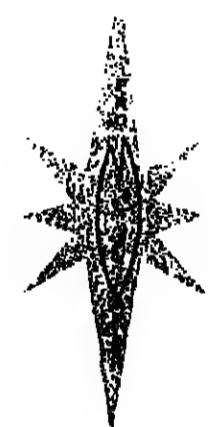
Lavington School, Devizes, with a dish called 'Marmalade' consisting of smoked mackerel, mustard sauce with vegetables and cannelloni.

Ruth received a cassette radio and £50 for her school's home economics department.

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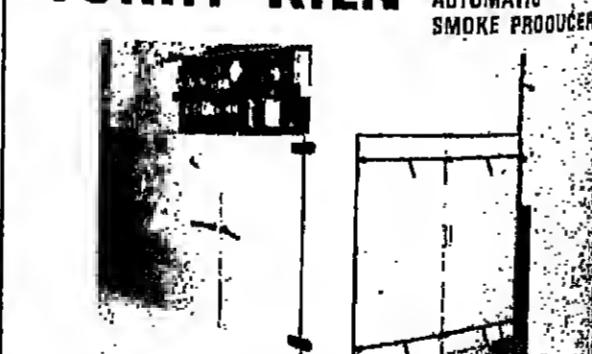
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## FISH HANDLING, processing and marketing

## INDIA PLANNING

FEW people realise that India is the seventh largest fish producing country in the world. Over the past 12 years the Indian seafood industry has made spectacular progress on all fronts.

From 1965 to 1975 the total marine fish landings increased from 883,000 tonnes to 1,423,000 tonnes and over the same period inland fish landings from 499,000 tonnes to over 800,000 tonnes.

Over the period 1965 to 1976 exports of fish and marine products increased from 15,457 tonnes to 62,171 tonnes. The greatest strides were made in the years 1975 and 1976 when the volume of exports increased by 15 per cent and 16 per cent respectively and in terms of value by 37 per cent and 71 per cent.

India has always been in the front rank as a shrimp producer and accounts for 77 per cent of fish exports. Other export production is very varied and includes: dried fish, frozen frog legs, frozen lobster tails, canned prawns, and dried prawns.

The Indian seafood export drive is co-ordinated by The Marine Products Export Development Authority (MPEDA), which has its Headquarters in Cochin, South India. This is a Central Government Agency and part of the Ministry of Commerce.

The Authority was formed in 1972 and it covers: statistical information and an Annual Report as well as the annual publication called

NEXT MONTH a fish delegation from India will be in Britain. This is part of a visit sponsored by the EEC to discuss joint venture possibilities. When members of the delegation will be taking the opportunity to promote the fast growing production of fish in India on world markets. In this article, well-known food consultant Fred Marsh of Marsh Business Service, who recently visited India, describes the strides this country is making as a fish exporter. While India has been regarded mainly as a shrimp producer, Mr Marsh points out how this country is broadening the range of fish it has to offer. He couples this with advice to importers on how to get into the market.

development of all aspects of off-shore fishing; registration and control of fishing vessels, processing and storage plants; laying down of standards and specifications for products for export; rendering financial and other assistance to the trade and arranging for training within the industry. There are four MPEDA regional offices based in Bombay, Calcutta, Cochin and Madras, with a Trade Promotion Office in Delhi.

Every Indian producer of fish and fish products for export is required to be registered with the Authority otherwise he is not allowed to export his products.

The Authority compiles statistical information and an Annual Report as well as the annual publication called

## Statistics of Marine Product Exports — useful information for anyone wishing to trade with India.

A quarterly magazine Indian Seafoods is also published which, along with the other publications mentioned, can be purchased from MPEDA, at M.G. Road, P.O. Box No. 1708, Ernakulam South P.O., Cochin 682 016, India.

## Prices

There are several hundred exporters registered with the Authority and these receive weekly a private news letter, PRIME, which advises them of world fish prices, statistics as well as national and international news. This news letter is not for general circulation nor is it available

overseas.

At this point in time, the method of selling Indian products is still by means of an outright sale through a letter of credit. This method was instituted by the Government some time ago and there are no indications that this system is likely to alter although it may well be that the factors contributing to lower prices being obtained by Indian exporters.

One is led to believe that if Indian exporters were able to sell their products on a consignment basis, not only would turnover increase dramatically.

Below: handling shrimp in a modern Indian factory. At processing plants exporting shrimp are subject to Government inspection.

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One is led to believe that if Indian exporters were able to sell their products on a consignment basis, not only would turnover increase dramatically.

By this I mean that although the Government produces rules and regulations covering all aspects of quality control and inspection, because the country has a coast line of 3,500 miles, over 2000 landing points, hundreds of processing plants, ice producing plants, cold stores, etc., it is not that easy to ensure full compliance of the regulation. It should, however, be stated that there are many large and small firms with reputations to maintain such as: Union Carbide, Britannia, Indo-Marine Agencios, Orient Marine Products, Polilakunda Fisheries, and New India Fisheries to name but a few.

In 1978 over 500-tonnes of lobster tails were exported and 90% went to the USA. Lobster catches were around 300 tonnes; these include rock and spiny lobster.

Another item which, in India, also comes under the heading of marine products is frozen frog legs and 3,168 tonnes were exported in 1978. Frog legs are available both IQF and block frozen.

The list of products which are exported from India includes the following: frozen crab meat; canned crab meat; shark fins; dried shark skin; fish pickles; cuttlefish bones; bache-de-mare; fish oil; prawn/krill powder; seaweed; sea fans; sea ferns; fish maws; turtle; turtle meat; turtle shell; living tortoise; dried tortoise meat; tortoise hoof; tortoise shell; tortoise skin; sea dragon; saw fish snout; white squirrel; sea shells; coral; aquarium fish; aquarium plants; live fish; fish oil; mussels; oysters and clams.

The total imports of Indian fish and marine products into the United Kingdom in the past 10 years have ranged between 200 tonnes and 1000 tonnes a year; those for 1976 were 269 tonnes only. The majority of the products imported are in the form of canned prawns, frozen prawns and dried fish (Bombay duck), with hardly any frozen fish at all.

Another problem which is being tackled by the authorities is the supervision and inspection of the transfer of fish from the many landing points on India's coastline to the processing sheds and from there to freezing plants.

Everyone is fully aware that this problem will have to be faced but since well over 1 million people — fishermen and processors — are engaged in the industry, it is more than just a technological problem and the term socio-economic solution is used by

## FISH HANDLING, processing and marketing

## 'FISH PUSH' ON WORLD MARKET

the officials engaged on resolving this.

Both Government and industry are concerned that too much emphasis has been placed on the export of shrimp. The waters around India abound with many other species many of which could, with a purposeful marketing effort be sold in the UK, Europe, North America and other markets.

Every consignment of fish and marine products exported from India is inspected by officials of the Export Inspection Agency (EIA), which is also a part of the Ministry of Commerce.

This Agency also has the duty to inspect every processing plant which wishes to export its products. EIA has branch offices in Bombay, Calcutta, Cochin, Delhi and Madras as well as sub-offices in smaller towns. The Agency has similar inspection functions for other industries too. It has its own testing laboratories in all the major ports. It must be added that like all Government agencies — be they in India, the UK or the USA — the inspection is only as good as the man in the field who applies it and interprets the regulations.

By this I mean that although the Government produces rules and regulations covering all aspects of quality control and inspection, because the country has a coast line of 3,500 miles, over 2000 landing points, hundreds of processing plants, ice producing plants, cold stores, etc., it is not that easy to ensure full compliance of the regulation. It should, however, be stated that there are many large and small firms with reputations to maintain such as: Union Carbide, Britannia, Indo-Marine Agencios, Orient Marine Products, Polilakunda Fisheries, and New India Fisheries to name but a few.

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## FISH HANDLING, processing and marketing

## 'FISH PUSH' ON WORLD MARKET

the officials engaged on resolving this.

If this is not possible and the exporter unknown by reputation, it is desirable to retain a reliable agent in India — perhaps someone who is already representing other overseas buyers — who would personally inspect and check each overseas consignment.

This is no reflection on the Indian Export Inspection Agency Inspector, but sound commercial practice.

**Squid**

Species such as seer fish, barred Spanish mackerel, streaked Spanish mackerel and spotted Spanish (sauries) are available in fillet as well as other forms.

Sardines can be supplied block frozen, also canned either in oil or in tomato sauce. Squid and cuttlefish is available in the form of frozen fillets, fingers or rings.

There are many varieties of

tuna — yellowfin, skipjack and frigate — and it is

available in whole frozen

form as well as canned either

in brine or in vegetable oil.

Another very desirable fish

is pomfret — brown, silver and Chinese — nearly 25,000 tonnes is landed annually.

Another way is to visit the bi-annual Seafood Trade Fair organised by MPEDA, the next one of these being

scheduled to take place in

February/March 1979 at

Kovalam, South India, in

the State of Karol.

This could be

of great use since 5 per cent

of India's fish exports are

made from Cochin, in Keral

State, which is about 300

miles north of Kovalam and

accessible both by air and by road.

There is little doubt that India's seafood industry is

making great strides in im

proving the quality of its

products and in its ability to

meet the potential re

quirements of discerning in

importers and buyers in the

United Kingdom. Naturally it

will result in prices being

shifted more 'up-market'

which is in line with the

general policy of India of try

ing to achieve a higher price

per unit of sale.



Packing shrimp in an Indian factory prior to freezing. Frozen shrimp has dominated the country's fish export drive but, with production of other species growing, there could be a change in this situation.

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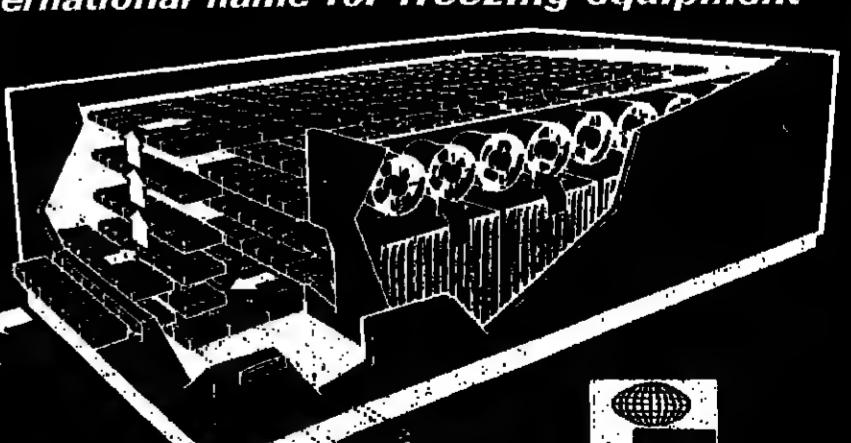
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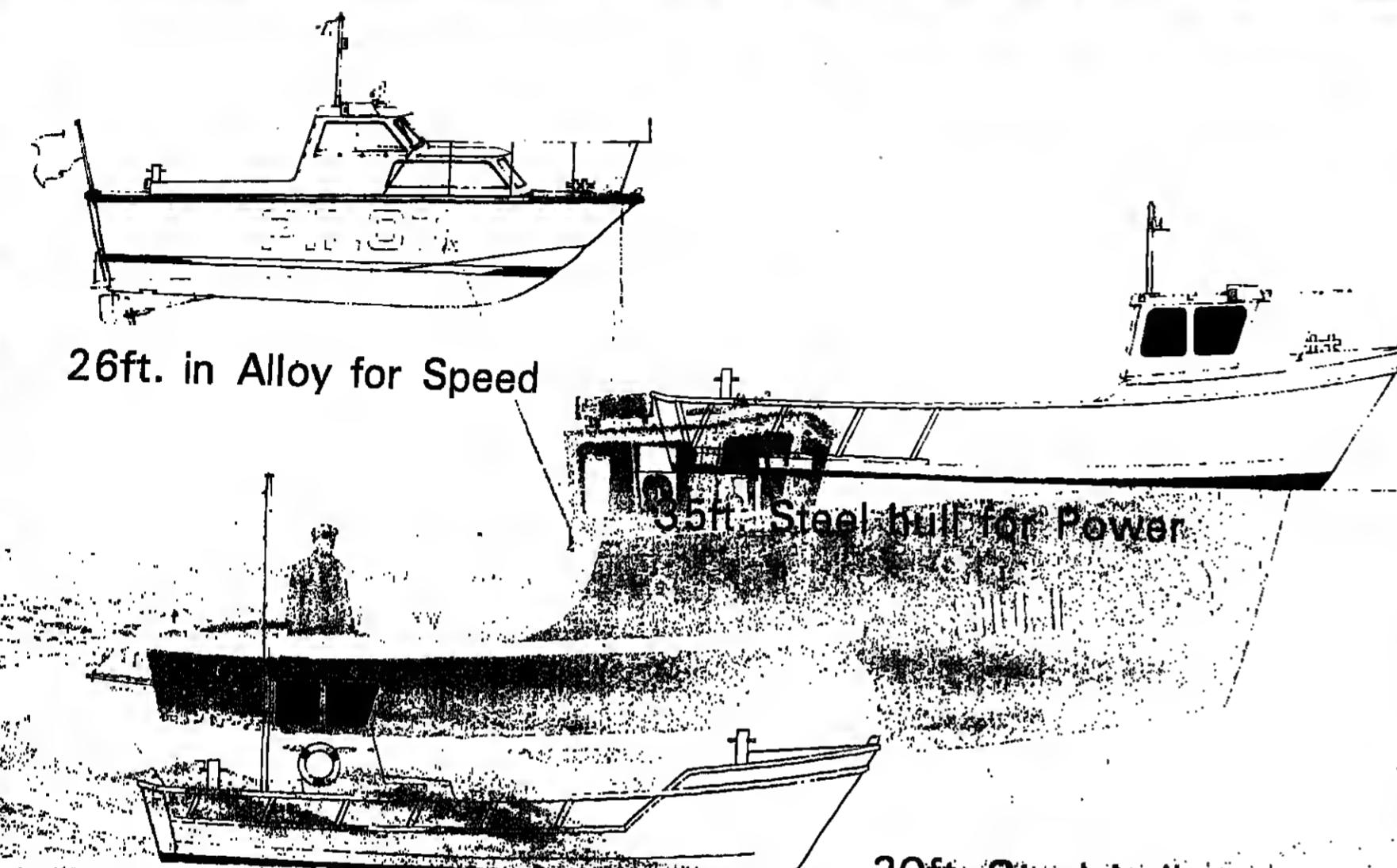
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March 24, 1978

FISHING NEWS

# ISLAND'S CATCH UP BY HALF

THE GUERNSEY fishing industry did well last year with the value of landings hitting £1.5m. compared with £1m. in 1976.

Fishing is now acknowledged as one of the important props of the Channel Island's economy. Although 1977 was not a good year for weather, the island's Statute Advisory and Finance Committee's report on the state of the economy is still able to note steady expansion.

Exports of all fish during the year totalled 1,102 tonnes worth £790,000, compared with 1,075 tonnes valued at £621,500 in 1976 (156 tonnes worth £66,800 in 1970).

Fishermen were able to increase productivity in this relatively poor fishing year mainly due to larger and better equipped vessels.

Expansion occurred mainly in the crustacea fishery, where the use of larger vessels has enabled fishermen to look further afield for catches.

However, the value of seasonal and part-time fishermen is not overlooked. While accurate figures for landings cannot be obtained,

the report claims that the total value of these landings in 1977 was in the region of £1.4m. This compares with just over £1m. in 1976 and £90,000 as recently as 1970.

Some of this jump in the value of landed fish can be attributed to inflation, but there has been an increase in weight of over 600 per cent in seven years.

Since the Fisheries Loans Fund was launched by the

Sea Fisheries Committee in 1972, loans valued at a total of £163,916 have been made for fishing gear and equipment, the purchase and fitting out of secondhand fishing vessels, re-engining existing boats, new boats, boat hauls and completion work. Also, loans to the Fishermen's Trading Co.

Of the 39 loans approved since 1972, four have been repaid and the total amount of capital in the fund now stands at £159,000.

## FISH BILL

VISCOUNT Thurso got a second reading on Thursday last week for the Import of Live Fish (Scotland) Bill which he got through the Lords last session, but which failed to pass the Commons before the session ended. It allows the Secretary of State for Scotland to prevent the import of fish considered harmful to native or established immigrant stocks.

## French crew saved

PUBLICAN Eddie Bawill is baffled by the discovery of a family album in his pub's dustbin. The photographs date from the turn of the century and are in mint condition. One is a shot of *Morning Star*, a 145-ton fishing boat registered as SH 81.

It was the only fishing picture in the book and now Eddie of the White Horse pub, St. Thomas Street, Scarborough, wants to find the owner. Records in Scarborough Harbour office show that *Morning Star* was built in Aberdeen in 1900 and was owned by the North Sea Fishing Co. Her first skippers were James Sayers and Josia Hodda.

"The only clue to the previous owners is an inscription on one of the photos signed Hattie Hodson 1903," said Eddie. "There must be dozens of people still alive who would recognise some of the faces and I would like to give it back."

A CREW of five was rescued when the 55ft. timber-hulled French trawler *Ghislaine*, out of Brittany, sank off the Cork coast, Southern Ireland, last week.

A leak developed and she headed for Dunmore East,

County Waterford, but her engine was damaged by water and the vessel was at the mercy of 20ft. waves.

A radio call for help was picked up by another French trawler and the crew sent home to France.

Reacrossed aboard the tug said that, at one stage in the operations begun. A tug from the nearby Marathon Gas

Field, off Kinsale, went to *Ghislaine's* aid and took off the crew, who were landed at Gobh, East Cork, and later sent home to France.

Reacrossed aboard the tug said that, at one stage in the operations begun. A tug from the nearby Marathon Gas wave were up to 30ft. high.

## BRITISH BOATS FOR SAUDI

THE White Fish Authority has placed orders with Cornish boatbuilders Cygnus Marine for two fisheries research vessels for Saudi Arabia.

The vessels will be used to develop the Red Sea and Gulf coastal fisheries and could be the forerunners of many commercial fishing boats needed to boost the country's fish production.

Announcing the £86,000 order, WFA technical director Robert Bennett said: "We are now in the third year of a four-year fisheries development programme and the introduction of these two vessels will play an important part."

"There are many features of the existing Saudi fishing boats which makes it impossible to improve significantly their efficiency and productivity," he said.

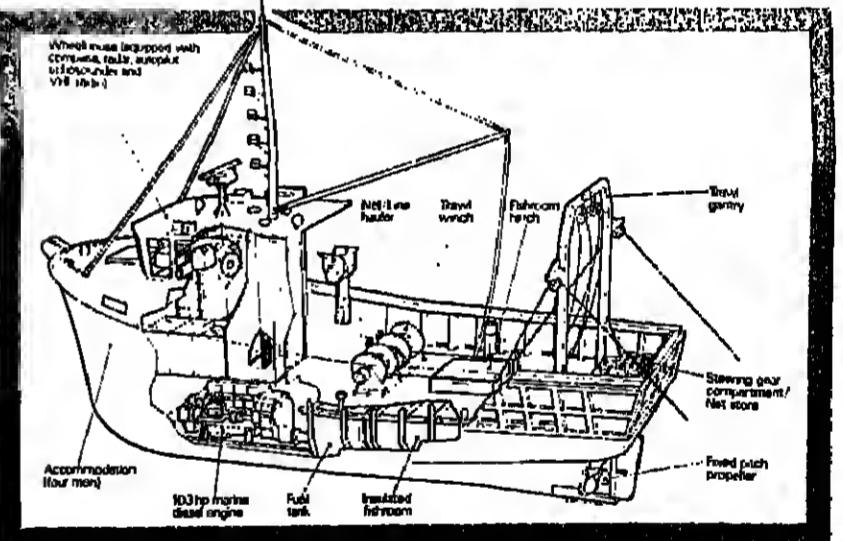
The two research vessels ordered from Cygnus will be prototypes for the future commercial coastal fishing boats," said Mr. Bennett.

"However, because of the work the research vessel will be required to undertake, they will be more sophisticated than the commercial boats. One research vessel will operate in the Red Sea and the other in the Gulf, with Saudi fishermen participating fully in trials and demonstration work."

Based on the OM 32 GRP hull, the vessels will have the wheelhouse and accommodation forward, engineering and fishroom aft.

They will be built to the WFA's stringent standards and be equipped for stern trawling, gill netting and longlining as their main methods. Fishrooms will be included.

"In addition to the 10-metre boats," said Mr. Bennett, "we are currently preparing proposals for the introduction of smaller GRP boats for working close inshore, and for steel vessels of between 20- and 24-metres which would be able to fish in deeper water."



The old and the new for Saudi. The inefficient dhow and the modern 32 ft. multi-purpose research boat.

will be tropicalised and will produce 103 hp.

Deck equipment will include a twin-barrel, one-tonne Spencer-Carter hydraulic winch and a Spencer-Carter pedestal-mounted not/lino/pot hauler.

The winch will have a total warp capacity of 450 fathoms of 10 mm diameter warp on each drum, and the hauler will have a hauling capacity of 0.5 tonne. Hydraulic power packs at the forward end of the main engine will drive the deck machinery.

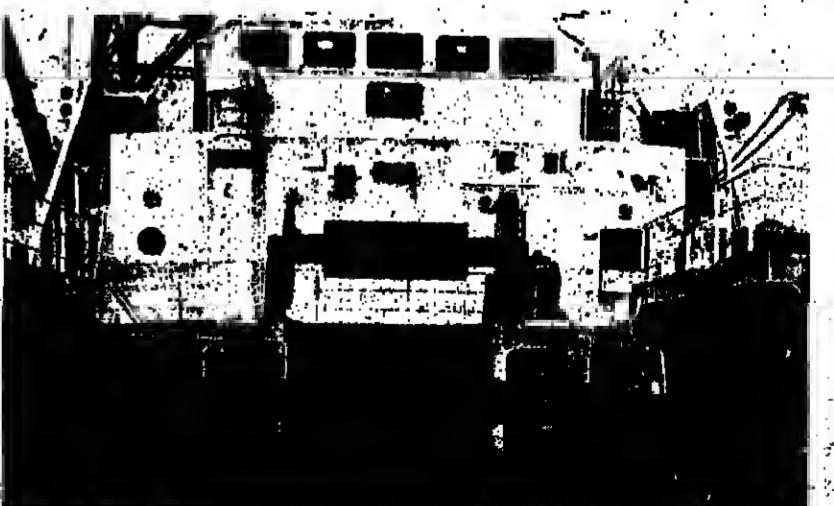
The sizeable forward wheelhouse will be equipped, with a Decca 060 radar, Deca 150 autopilot, 'Sailor' RT144 radio and a Simrad echo sounder.

"These first vessels will be commanded initially by experienced expatriates," said Mr. Bennett.

"In addition to the 10-metre boats," said Mr. Bennett, "we are currently preparing proposals for the introduction of smaller GRP boats for working close inshore, and for steel vessels of between 20- and 24-metres which would be able to fish in deeper water."

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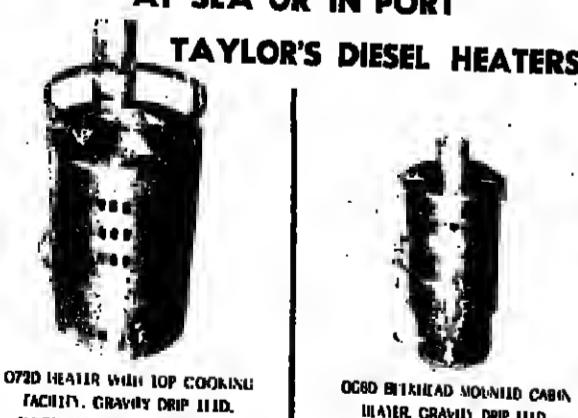
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**Why BUT abandoned  
Fleetwood**

THE HIGH COST of dock charges was one of the reasons why British United Trawlers is now pulling its fleet out of Fleetwood. This was revealed by chairman, Mr. P. M. Tapscott, at the annual general meeting of Associated Fisheries in London last week.

Shareholders were concerned by heavy fishing losses in the first

part of this year and the group was having to extend heavy costs just to maintain a presence in fishing until the EEC's common fisheries policy is sorted out.

"Typical of those costs are the charges for the use of docks themselves. It was, of course, considered that the company's role in a new fishing era, which every essential industry merits, he said.

which made us decide a few weeks ago to remove our ships from Fleetwood, a stop which we only took with the greatest reluctance", said Mr. Tapscott.

Despite one-third of the 90-strong BUT fleet being laid up, Mr. Tapscott was optimistic about the industry which every essential industry merits, he said.

"Over the next years the British fishing industry will undergo substantial changes in composition. We require a leading part in restructuring.

"In the future we believe that the industry can contribute to the prosperity of the UK, gently as it has ever done in the past and we hope successive governments to provide the backing which every essential industry merits, he said.



Suffolk Monarch, the Small & Co. stern trawler, will be fishing from Lowestoft again soon. She is now heading back from the Indian Ocean.

**'SUFFOLK'  
TRAWLERS  
DUE BACK**

LOWESTOFT is to get three of its most modern stern trawlers back fishing after a long spell on oil work. With a contract nearly completed on Indian Ocean surveys, Small & Co.'s Suffolk Monarch is on her way and will be fishing again within a week of her arrival.

Suffolk Conquer is due back next month but a third ship — Suffolk Harvester — could be away for yet more time before she goes back on the fishing grounds.

"She underwent a lot of conversion for the Indian Ocean and it will take time to get her back to fishing," said Maurice Horabin, manager of Hohson — the company managing the vessels.

He added that while Small & Co., one of the major trawler operators in the port, were interested in other survey work it "certainly didn't mean" that the firm was losing interest in fishing.

"Our main activity will remain in North Sea fishing — and we shall continue to build up our

fleet," he said.

"Typical of those costs are the charges for the use of docks themselves. It was, of course, considered that the company's role in a new fishing era, which every essential industry merits, he said.

**Aberdeen  
steamer  
skipper dies**

WELL-KNOWN Aberdeen skipper, John MacEwan Elder, has died in hospital after a long illness.

Skipper Elder (67) had worked in the fishing industry for 50 years, before his career as a deckhand and sailor on "Smoky Joe" — the old coal burner. He later became a Skipper-Lieutenant in the Royal Navy minesweepers.

He is survived by his wife, three sons and a daughter.

This was the warning given

last week by Ben Collins, joint secretary of the Cornish Fish Producers' Organisation.

He said it was now probable that the total allowable annual catch of mackerel would be reduced as a conservation measure.

"If the present TAC were reduced to 65,000 tonnes —

one of the figures now being bandied about — this amount could be caught by bulk fishing methods between September and December in the Minches off Scotland, leaving no part of the quota of all the south-west

fishery," said Mr. Collins.

"This would, no doubt, do

a great deal of good to local stocks which would have a

chance to repair some of the

damage done if the last three

years — but it would mean

complete ruin to the 200-300

small hand-line vessels in the

SW which rely heavily on this

winter fishery for existence."

He recalled the over-exploitation of pitchard stocks which brought enormous gains to the owners of fishing companies, but left fisherman pic-off, "and left

in starve and wonder what

had happened to them."

Mr. Collins said that the

past winter had once again

seen gross over-fishing of

mackerel in the SW, with

purse seiners and mid-water

trawlers scooping up the tiny

fish with the large ones.

This effectively wiped out

the young stock which should

have been fully grown in

three or four years, and upon

which the future of the

fishery depended.

He said some of the small

fish was pulped for meal, but

as often as not was "shovelled

overboard to foul the sea

bed and ruin the shellfish

grounds."

Mr. Collins added that it

was obvious that fishing for

meal should be banned com-

pletely, and seiners and

trawlers either diverted to

other grounds or converted

for selective fishing.

He concluded: "There is a

great deal of anxiety among

south-west fishermen as to

the prospects for 1978-9."

SHIPMENTS of canned salmon from Vancouver

amount to 77,161 cases,

bringing current pack

year to 902,924 cases.

**Loch's shore  
patrol**

FISHERMEN operating between 200 and 300 small hand-line fishing boats in the south-west could be ruined by measures intended to achieve precisely what they themselves do — conserve stocks.

Last year a shore party

technique, where protection crews travelled the lochside road and when anything suspicious was spotted would return to their launch and investigate, was in operation as a deterrent to illegal fishing.

Although the Department of Agriculture and Fisheries in Edinburgh refused to comment, it is thought that this system is now in operation again around the Loch area.

The eight fish producer organisations based around the coast of Britain met frequently in London with delegations from the Sea Fisheries Committee, the White Fish Authority, the Fisheries Ministry and other official bodies.

At their next meeting, at the end of March, Mr. Collins said quotas were bound to be discussed.

Regional quotas would have to be sought if local stocks and local fleets were to be protected.

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